

Grand Junction-Montrose CO

Appendix N

REDACTED – FOR PUBLIC INSPECTION

EchoStar provides local-into-local

Number of LIL Channels 9

	Year 2	Year 3	Year 4	Year 5	Year 6
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[86] Market level capital expenditures-outflow

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NPV-Based on var from No LIL to With LIL case

[87] Cash Flows-With LIL

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[88] Cash Flows-No LIL

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[89] Incr/(Decr) from No LIL

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[90] NPV without Terminal Value

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[91] IRR

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[92] Terminal Value

[93] Cash Flows with Terminal Value

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[94] NPV with Terminal Value

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[95] IRR

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Lafayette IN

Appendix N

REDACTED – FOR PUBLIC INSPECTION

EchoStar does not and will not provide local-into-local

Number of LIL Channels 1

Year 2	Year 3	Year 4	Year 5	Year 6
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DIRECTV Does Not Provide Satellite Local-Into-Local Service

Customer Profile

[1]	TV HH	60,265	60,868	61,476	62,091	62,712
[2]	Beginning Customers	████	████	████	████	████
[3]	Gross Adds	████	████	████	████	████
[4]	Disconnects	████	████	████	████	████
[5]	Ending Customers	████	████	████	████	████
[6]	Average Customers (2 pt avg)	████	████	████	████	████
[7]	Ending DIRECTV Market Share	████	████	████	████	████
[8]	Disconnect Rate	████	████	████	████	████
[9]	Average Gross Adds per Month	████	████	████	████	████
[10]	Gross Add Rate	████	████	████	████	████

Profit & Loss (\$k) - No LIL

Revenue:

[11]	Base Package Revenue	████	████	████	████	████
[12]	LIL Revenue	█	█	█	█	█
[13]	Total Revenue	████	████	████	████	████

Expenses:

[14]	Programming Costs	████	████	████	████	████
[15]	Bad Debt	████	████	████	████	████
[16]	Customer related	████	████	████	████	████
[17]	Total Direct costs	████	████	████	████	████
[18]	Total Direct Margin	████	████	████	████	████
[19]	Total Direct Margin %	████	████	████	████	████
[20]	SAC Costs - No LIL	████	████	████	████	████
[21]	Total Expenses:	████	████	████	████	████
[22]	Cash Based OPBDA	████	████	████	████	████
[23]	Cash Based OPBDA %	████	████	████	████	████

Lafayette IN

Appendix N

REDACTED – FOR PUBLIC INSPECTION

EchoStar does not and will not provide local-into-local

Number of LIL Channels 1

	Year 2	Year 3	Year 4	Year 5	Year 6
DIRECTV Provides Satellite Local-Into-Local Service					
Customer Profile					
[24] TV HH	60,265	60,868	61,476	62,091	62,712
[25] Beginning Customers	██	██	██	██	██
[26] Gross Adds	██	██	██	██	██
[27] Disconnects	██	██	██	██	██
[28] Ending Customers	██	██	██	██	██
[29] Average Customers (2 pt avg)	██	██	██	██	██
[30] Ending Penetration	██	██	██	██	██
[31] Disconnect Rate	██	██	██	██	██
[32] Average Gross Adds per Month	██	██	██	██	██
[33] Gross Add Rate	██	██	██	██	██
LIL Customers					
LIL Lift (upgrades) from No LIL					
[34] Total Customers + Lift	██	██	██	██	██
[35] LIL Beginning Customers	█	██	██	██	██
[36] LIL Gross Adds	██	██	█	█	█
[37] LIL Disconnects	██	██	██	██	██
[38] Ending Customers	██	██	██	██	██
[39] Average Customers (2 pt avg)	██	██	██	██	██
[40] LIL Penetration	██	██	██	██	██
[41] Disconnect Rate	██	██	██	██	██
LIL Sell-in New Customers No LIL					
[42] Total Customers + Lift	██	██	██	██	██
[43] LIL Beginning Customers	█	██	██	██	██
[44] LIL Gross Adds	██	██	██	██	██
[45] LIL Disconnects	██	██	██	██	██
[46] Ending Customers	██	██	██	██	██
[47] Average Customers (2 pt avg)	██	██	██	██	██
[48] LIL Penetration	██	██	██	██	██
[49] Disconnect Rate	██	██	██	██	██
LIL Sell-in New Customers Lift from No LIL					
[50] Total Customers + Lift	██	██	██	██	██
[51] LIL Beginning Customers	█	██	██	██	██
[52] LIL Gross Adds	██	██	██	██	██
[53] LIL Disconnects	██	██	██	██	██
[54] Ending Customers	██	██	██	██	██
[55] Average Customers (2 pt avg)	██	██	██	██	██
[56] LIL Penetration	██	██	██	██	██
[57] Disconnect Rate	██	██	██	██	██
Total LIL Customers					
[58] Total Customers + Lift	██	██	██	██	██
[59] LIL Beginning Customers	█	██	██	██	██
[60] LIL Gross Adds	██	██	██	██	██
[61] LIL Disconnects	██	██	██	██	██
[62] Ending Customers	██	██	██	██	██
[63] Average Customers (2 pt avg)	██	██	██	██	██
[64] LIL Penetration	██	██	██	██	██
[65] Disconnect Rate	██	██	██	██	██

Lafayette IN

Appendix N

REDACTED – FOR PUBLIC INSPECTION

EchoStar does not and will not provide local-into-local

Number of LIL Channels 1

Profit & Loss (\$k) - With LIL		Year 2	Year 3	Year 4	Year 5	Year 6
Revenue:						
[66]	Package Revenue					
LIL Revenue:						
[67]	Existing Customers Upgrade					
[68]	Baseline Gross Adds Sell-in					
[69]	Additional to Baseline Gross Adds					
[70]	Total LIL Revenue					
[71]	Total Revenue					
Expenses:						
[72]	Programming Costs					
[73]	Bad Debt					
[74]	Customer related					
[75]	Total Direct costs					
[76]	Total Direct Margin					
[77]	Total Direct Margin %					
SAC Costs with LIL:						
[78]	Standard SAC From No LIL scenario					
[79]	Incremental SAC with LIL					
[80]	Total SAC Costs					
[81]	Backhaul Expenses					
[82]	Box replacement costs					
[83]	Total Expenses:					
[84]	Cash Based OPBDA					
[85]	Cash Based OPBDA %					

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Appendix N

REDACTED – FOR PUBLIC INSPECTION

EchoStar does not and will not provide local-into-local

Number of LIL Channels 1

	Year 2	Year 3	Year 4	Year 5	Year 6
[86] Market level capital expenditures-outflow					
NPV-Based on var from No LIL to With LIL case					
[87] Cash Flows-With LIL					
[88] Cash Flows-No LIL					
[89] Incr/(Decr) from No LIL					
[90] NPV without Terminal Value					
[91] IRR					
[92] Terminal Value					
[93] Cash Flows with Terminal Value					
[94] NPV with Terminal Value					
[95] IRR					

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Appendix N

REDACTED – FOR PUBLIC INSPECTION

EchoStar does not and will not provide local-into-local

Number of LIL Channels 3

	Year 2	Year 3	Year 4	Year 5	Year 6
DIRECTV Does Not Provide Satellite Local-Into-Local Service					
Customer Profile					
[1] TV HH	66,107	66,768	67,436	68,110	68,791
[2] Beginning Customers	████	████	████	████	████
[3] Gross Adds	████	████	████	████	████
[4] Disconnects	████	████	████	████	████
[5] Ending Customers	████	████	████	████	████
[6] Average Customers (2 pt avg)	████	████	████	████	████
[7] Ending DIRECTV Market Share	████	████	████	████	████
[8] Disconnect Rate	████	████	████	████	████
[9] Average Gross Adds per Month	████	████	████	████	████
[10] Gross Add Rate	████	████	████	████	████
Profit & Loss (\$k) - No LIL					
Revenue:					
[11] Base Package Revenue	████	████	████	████	████
[12] LIL Revenue	█	█	█	█	█
[13] Total Revenue	████	████	████	████	████
Expenses:					
[14] Programming Costs	████	████	████	████	████
[15] Bad Debt	██	██	██	██	██
[16] Customer related	██	██	██	██	██
[17] Total Direct costs	████	████	████	████	████
[18] Total Direct Margin	████	████	████	████	████
[19] Total Direct Margin %	████	████	████	████	████
[20] SAC Costs - No LIL	████	████	████	████	████
[21] Total Expenses:	████	████	████	████	████
[22] Cash Based OPBDA	████	████	████	████	████
[23] Cash Based OPBDA %	████	████	████	████	████

Parkersburg WV

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REDACTED – FOR PUBLIC INSPECTION

EchoStar does not and will not provide local-into-local

Number of LIL Channels 3

	Year 2	Year 3	Year 4	Year 5	Year 6
DIRECTV Provides Satellite Local-Into-Local Service					
Customer Profile					
[24] TV HH	66,107	66,768	67,436	68,110	68,791
[25] Beginning Customers	████	████	████	████	████
[26] Gross Adds	████	████	████	████	████
[27] Disconnects	████	████	████	████	████
[28] Ending Customers	████	████	████	████	████
[29] Average Customers (2 pt avg)	████	████	████	████	████
[30] Ending Penetration	████	████	████	████	████
[31] Disconnect Rate	████	████	████	████	████
[32] Average Gross Adds per Month	████	████	████	████	████
[33] Gross Add Rate	████	████	████	████	████
LIL Customers					
LIL Lift (upgrades) from No LIL					
[34] Total Customers + Lift	████	████	████	████	████
[35] LIL Beginning Customers	█	████	████	████	████
[36] LIL Gross Adds	████	████	█	█	█
[37] LIL Disconnects	████	████	████	████	████
[38] Ending Customers	████	████	████	████	████
[39] Average Customers (2 pt avg)	████	████	████	████	████
[40] LIL Penetration	████	████	████	████	████
[41] Disconnect Rate	████	████	████	████	████
LIL Sell-in New Customers No LIL					
[42] Total Customers + Lift	████	████	████	████	████
[43] LIL Beginning Customers	█	████	████	████	████
[44] LIL Gross Adds	████	████	████	████	████
[45] LIL Disconnects	████	████	████	████	████
[46] Ending Customers	████	████	████	████	████
[47] Average Customers (2 pt avg)	████	████	████	████	████
[48] LIL Penetration	████	████	████	████	████
[49] Disconnect Rate	████	████	████	████	████
LIL Sell-in New Customers Lift from No LIL					
[50] Total Customers + Lift	████	████	████	████	████
[51] LIL Beginning Customers	█	████	████	████	████
[52] LIL Gross Adds	████	████	████	████	████
[53] LIL Disconnects	████	████	████	████	████
[54] Ending Customers	████	████	████	████	████
[55] Average Customers (2 pt avg)	████	████	████	████	████
[56] LIL Penetration	████	████	████	████	████
[57] Disconnect Rate	████	████	████	████	████
Total LIL Customers					
[58] Total Customers + Lift	████	████	████	████	████
[59] LIL Beginning Customers	█	████	████	████	████
[60] LIL Gross Adds	████	████	████	████	████
[61] LIL Disconnects	████	████	████	████	████
[62] Ending Customers	████	████	████	████	████
[63] Average Customers (2 pt avg)	████	████	████	████	████
[64] LIL Penetration	████	████	████	████	████
[65] Disconnect Rate	████	████	████	████	████

Parkersburg WV

Appendix N

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EchoStar does not and will not provide local-into-local

Number of LIL Channels 3

Profit & Loss (\$k) - With LIL

Revenue:

[66] Package Revenue

LIL Revenue:

[67] Existing Cutomers Upgrade

[68] Baseline Gross Adds Sell-in

[69] Additional to Baseline Gross Adds

[70] Total LIL Revenue

[71] **Total Revenue**

Expenses:

[72] Programming Costs

[73] Bad Debt

[74] Customer related

[75] Total Direct costs

[76] Total Direct Margin

[77] Total Direct Margin %

SAC Costs with LIL:

[78] Standard SAC From No LIL scenario

[79] Incremental SAC with LIL

[80] Total SAC Costs

[81] **Backhaul Expenses**

[82] **Box replacement costs**

[83] **Total Expenses:**

[84] **Cash Based OPBDA**

[85] **Cash Based OPBDA %**

	Year 2	Year 3	Year 4	Year 5	Year 6
[66] Package Revenue	██████████	██████████	██████████	██████████	██████████
[67] Existing Cutomers Upgrade	██████████	██████████	██████████	██████████	██████████
[68] Baseline Gross Adds Sell-in	██████████	██████████	██████████	██████████	██████████
[69] Additional to Baseline Gross Adds	██████████	██████████	██████████	██████████	██████████
[70] Total LIL Revenue	██████████	██████████	██████████	██████████	██████████
[71] Total Revenue	██████████	██████████	██████████	██████████	██████████
[72] Programming Costs	██████████	██████████	██████████	██████████	██████████
[73] Bad Debt	██████████	██████████	██████████	██████████	██████████
[74] Customer related	██████████	██████████	██████████	██████████	██████████
[75] Total Direct costs	██████████	██████████	██████████	██████████	██████████
[76] Total Direct Margin	██████████	██████████	██████████	██████████	██████████
[77] Total Direct Margin %	██████████	██████████	██████████	██████████	██████████
[78] Standard SAC From No LIL scenario	██████████	██████████	██████████	██████████	██████████
[79] Incremental SAC with LIL	██████████	██████████	██████████	██████████	██████████
[80] Total SAC Costs	██████████	██████████	██████████	██████████	██████████
[81] Backhaul Expenses	██████████	██████████	██████████	██████████	██████████
[82] Box replacement costs	██████████	██████████	██████████	██████████	██████████
[83] Total Expenses:	██████████	██████████	██████████	██████████	██████████
[84] Cash Based OPBDA	██████████	██████████	██████████	██████████	██████████
[85] Cash Based OPBDA %	██████████	██████████	██████████	██████████	██████████

Parkersburg WV

Appendix N

REDACTED – FOR PUBLIC INSPECTION

EchoStar does not and will not provide local-into-local

Number of LIL Channels 3

[86] Market level capital expenditures-outflow

NPV-Based on var from No LIL to With LIL case

[87] Cash Flows-With LIL

[88] Cash Flows-No LIL

[89] Incr/(Decr) from No LIL

[90] NPV without Terminal Value

[91] IRR

[92] Terminal Value

[93] Cash Flows with Terminal Value

[94] NPV with Terminal Value

[95] IRR

Great Falls MT

Appendix N

REDACTED – FOR PUBLIC INSPECTION

EchoStar provides local-into-local

Number of LIL Channels 8

	Year 2	Year 3	Year 4	Year 5	Year 6
DIRECTV Does Not Provide Satellite Local-Into-Local Service					
Customer Profile					
[1] TV HH	65,795	66,453	67,117	67,789	68,467
[2] Beginning Customers	████████	████████	████████	████████	████████
[3] Gross Adds	████████	████████	████████	████████	████████
[4] Disconnects	████████	████████	████████	████████	████████
[5] Ending Customers	████████	████████	████████	████████	████████
[6] Average Customers (2 pt avg)	████████	████████	████████	████████	████████
[7] Ending DIRECTV Market Share	████████	████████	████████	████████	████████
[8] Disconnect Rate	████████	████████	████████	████████	████████
[9] Average Gross Adds per Month	████████	████████	████████	████████	████████
[10] Gross Add Rate	████████	████████	████████	████████	████████
Profit & Loss (\$k) - No LIL					
Revenue:					
[11] Base Package Revenue	████████	████████	████████	████████	████████
[12] LIL Revenue	████████	████████	████████	████████	████████
[13] Total Revenue	████████	████████	████████	████████	████████
Expenses:					
[14] Programming Costs	████████	████████	████████	████████	████████
[15] Bad Debt	████████	████████	████████	████████	████████
[16] Customer related	████████	████████	████████	████████	████████
[17] Total Direct costs	████████	████████	████████	████████	████████
[18] Total Direct Margin	████████	████████	████████	████████	████████
[19] Total Direct Margin %	████████	████████	████████	████████	████████
[20] SAC Costs - No LIL	████████	████████	████████	████████	████████
[21] Total Expenses:	████████	████████	████████	████████	████████
[22] Cash Based OPBDA	████████	████████	████████	████████	████████
[23] Cash Based OPBDA %	████████	████████	████████	████████	████████

Great Falls MT

Appendix N

REDACTED – FOR PUBLIC INSPECTION

EchoStar provides local-into-local

Number of LIL Channels 8

	Year 2	Year 3	Year 4	Year 5	Year 6
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DIRECTV Provides Satellite Local-Into-Local Service**Customer Profile**

[24]	TV HH	65,795	66,453	67,117	67,789	68,467
[25]	Beginning Customers	████	████	████	████	████
[26]	Gross Adds	████	████	████	████	████
[27]	Disconnects	████	████	████	████	████
[28]	Ending Customers	████	████	████	████	████
[29]	Average Customers (2 pt avg)	████	████	████	████	████
[30]	Ending Penetration	████	████	████	████	████
[31]	Disconnect Rate	████	████	████	████	████
[32]	Average Gross Adds per Month	████	████	████	████	████
[33]	Gross Add Rate	████	████	████	████	████

LIL Customers**LIL Lift (upgrades) from No LIL**

[34]	Total Customers + Lift	████	████	████	████	████
[35]	LIL Beginning Customers	█	████	████	████	████
[36]	LIL Gross Adds	████	████	█	█	█
[37]	LIL Disconnects	████	████	████	████	████
[38]	Ending Customers	████	████	████	████	████
[39]	Average Customers (2 pt avg)	████	████	████	████	████
[40]	LIL Penetration	████	████	████	████	████
[41]	Disconnect Rate	████	████	████	████	████

LIL Sell-in New Customers No LIL

[42]	Total Customers + Lift	████	████	████	████	████
[43]	LIL Beginning Customers	█	████	████	████	████
[44]	LIL Gross Adds	████	████	████	████	████
[45]	LIL Disconnects	████	████	████	████	████
[46]	Ending Customers	████	████	████	████	████
[47]	Average Customers (2 pt avg)	████	████	████	████	████
[48]	LIL Penetration	████	████	████	████	████
[49]	Disconnect Rate	████	████	████	████	████

LIL Sell-in New Customers Lift from No LIL

[50]	Total Customers + Lift	████	████	████	████	████
[51]	LIL Beginning Customers	█	████	████	████	████
[52]	LIL Gross Adds	████	████	████	████	████
[53]	LIL Disconnects	████	████	████	████	████
[54]	Ending Customers	████	████	████	████	████
[55]	Average Customers (2 pt avg)	████	████	████	████	████
[56]	LIL Penetration	████	████	████	████	████
[57]	Disconnect Rate	████	████	████	████	████

Total LIL Customers

[58]	Total Customers + Lift	████	████	████	████	████
[59]	LIL Beginning Customers	█	████	████	████	████
[60]	LIL Gross Adds	████	████	████	████	████
[61]	LIL Disconnects	████	████	████	████	████
[62]	Ending Customers	████	████	████	████	████
[63]	Average Customers (2 pt avg)	████	████	████	████	████
[64]	LIL Penetration	████	████	████	████	████
[65]	Disconnect Rate	████	████	████	████	████

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Appendix N

REDACTED -- FOR PUBLIC INSPECTION

EchoStar provides local-into-local

Number of LIL Channels 8

Profit & Loss (\$k) - With LIL

Revenue:

	Year 2	Year 3	Year 4	Year 5	Year 6
[66] Package Revenue					

LIL Revenue:

[67] Existing Cutomers Upgrade					
[68] Baseline Gross Adds Sell-in					
[69] Additional to Baseline Gross Adds					
[70] Total LIL Revenue					

[71] Total Revenue					
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Expenses:

[72] Programming Costs					
[73] Bad Debt					
[74] Customer related					
[75] Total Direct costs					

[76] Total Direct Margin					
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[77] Total Direct Margin %					
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SAC Costs with LIL:

[78] Standard SAC From No LIL scenario					
[79] Incremental SAC with LIL					
[80] Total SAC Costs					

[81] Backhaul Expenses					
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[82] Box replacement costs					
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[83] Total Expenses:					
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[84] Cash Based OPBDA					
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[85] Cash Based OPBDA %					
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Great Falls MT

Appendix N

REDACTED – FOR PUBLIC INSPECTION

EchoStar provides local-into-local

Number of LIL Channels 8

[86] Market level capital expenditures-outflow

--

NPV-Based on var from No LIL to With LIL case

[87] Cash Flows-With LIL

--	--	--	--	--

[88] Cash Flows-No LIL

--	--	--	--	--

[89] Incr/(Decr) from No LIL

--	--	--	--	--

[90] NPV without Terminal Value

--

[91] IRR

--

[92] Terminal Value

--	--	--	--	--

[93] Cash Flows with Terminal Value

--	--	--	--	--

[94] NPV with Terminal Value

--

[95] IRR

--

Twin Falls ID

Appendix N

REDACTED – FOR PUBLIC INSPECTION

EchoStar provides local-into-local

Number of LIL Channels 11

	Year 2	Year 3	Year 4	Year 5	Year 6
DIRECTV Does Not Provide Satellite Local-Into-Local Service					
Customer Profile					
[1] TV HH	61,898	62,517	63,142	63,774	64,411
[2] Beginning Customers	████	████	████	████	████
[3] Gross Adds	████	████	████	████	████
[4] Disconnects	████	████	████	████	████
[5] Ending Customers	████	████	████	████	████
[6] Average Customers (2 pt avg)	████	████	████	████	████
[7] Ending DIRECTV Market Share	████	████	████	████	████
[8] Disconnect Rate	████	████	████	████	████
[9] Average Gross Adds per Month	██	██	██	██	██
[10] Gross Add Rate	██	██	██	██	██
Profit & Loss (\$k) - No LIL					
Revenue:					
[11] Base Package Revenue	████	████	████	████	████
[12] LIL Revenue	█	█	█	█	█
[13] Total Revenue	████	████	████	████	████
Expenses:					
[14] Programming Costs	████	████	████	████	████
[15] Bad Debt	██	██	██	██	██
[16] Customer related	██	██	██	██	██
[17] Total Direct costs	████	████	████	████	████
[18] Total Direct Margin	████	████	████	████	████
[19] Total Direct Margin %	████	████	████	████	████
[20] SAC Costs - No LIL	██	██	██	██	██
[21] Total Expenses:	████	████	████	████	████
[22] Cash Based OPBDA	████	████	████	████	████
[23] Cash Based OPBDA %	████	████	████	████	████

Twin Falls ID

Appendix N

REDACTED – FOR PUBLIC INSPECTION

EchoStar provides local-into-local

Number of LIL Channels

11

Year 2	Year 3	Year 4	Year 5	Year 6
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DIRECTV Provides Satellite Local-Into-Local Service

Customer Profile

[24]	TV HH	61,898	62,517	63,142	63,774	64,411
[25]	Beginning Customers	████	████	████	████	████
[26]	Gross Adds	████	████	████	████	████
[27]	Disconnects	██	██	██	██	██
[28]	Ending Customers	████	████	████	████	████
[29]	Average Customers (2 pt avg)	████	████	████	████	████
[30]	Ending Penetration	████	████	████	████	████
[31]	Disconnect Rate	██	██	██	██	██
[32]	Average Gross Adds per Month	██	██	██	██	██
[33]	Gross Add Rate	██	██	██	██	██

LIL Customers

LIL Lift (upgrades) from No LIL

[34]	Total Customers + Lift	████	████	████	████	████
[35]	LIL Beginning Customers	█	████	████	████	████
[36]	LIL Gross Adds	████	████	█	█	█
[37]	LIL Disconnects	██	██	██	██	██
[38]	Ending Customers	████	████	████	████	████
[39]	Average Customers (2 pt avg)	██	████	████	████	████
[40]	LIL Penetration	████	████	████	████	████
[41]	Disconnect Rate	████	████	████	████	████

LIL Sell-in New Customers No LIL

[42]	Total Customers + Lift	████	████	████	████	████
[43]	LIL Beginning Customers	█	██	████	████	████
[44]	LIL Gross Adds	██	████	████	████	████
[45]	LIL Disconnects	██	██	██	██	██
[46]	Ending Customers	████	████	████	████	████
[47]	Average Customers (2 pt avg)	██	████	████	████	████
[48]	LIL Penetration	████	████	████	████	████
[49]	Disconnect Rate	████	████	████	████	████

LIL Sell-in New Customers Lift from No LIL

[50]	Total Customers + Lift	████	████	████	████	████
[51]	LIL Beginning Customers	█	██	██	██	██
[52]	LIL Gross Adds	██	██	██	██	██
[53]	LIL Disconnects	█	██	██	██	██
[54]	Ending Customers	████	████	████	████	████
[55]	Average Customers (2 pt avg)	██	████	████	████	████
[56]	LIL Penetration	████	████	████	████	████
[57]	Disconnect Rate	████	████	████	████	████

Total LIL Customers

[58]	Total Customers + Lift	████	████	████	████	████
[59]	LIL Beginning Customers	█	████	████	████	████
[60]	LIL Gross Adds	████	████	████	████	████
[61]	LIL Disconnects	██	██	██	██	██
[62]	Ending Customers	████	████	████	████	████
[63]	Average Customers (2 pt avg)	████	████	████	████	████
[64]	LIL Penetration	████	████	████	████	████
[65]	Disconnect Rate	████	████	████	████	████

Twin Falls ID

Appendix N

REDACTED – FOR PUBLIC INSPECTION

EchoStar provides local-into-local

Number of LIL Channels 11

Profit & Loss (\$k) - With LIL		Year 2	Year 3	Year 4	Year 5	Year 6
Revenue:						
[66]	Package Revenue					
LIL Revenue:						
[67]	Existing Cutomers Upgrade					
[68]	Baseline Gross Adds Sell-in					
[69]	Additional to Baseline Gross Adds					
[70]	Total LIL Revenue					
[71]	Total Revenue					
Expenses:						
[72]	Programming Costs					
[73]	Bad Debt					
[74]	Customer related					
[75]	Total Direct costs					
[76]	Total Direct Margin					
[77]	Total Direct Margin %					
SAC Costs with LIL:						
[78]	Standard SAC From No LIL scenario					
[79]	Incremental SAC with LIL					
[80]	Total SAC Costs					
[81]	Backhaul Expenses					
[82]	Box replacement costs					
[83]	Total Expenses:					
[84]	Cash Based OPBDA					
[85]	Cash Based OPBDA %					

Twin Falls ID

Appendix N

REDACTED – FOR PUBLIC INSPECTION

EchoStar provides local-into-local

Number of LIL Channels 11

[86] Market level capital expenditures-outflow

NPV-Based on var from No LIL to With LIL case

[87] Cash Flows-With LIL

[88] Cash Flows-No LIL

[89] Incr/(Decr) from No LIL

[90] NPV without Terminal Value

[91] IRR

[92] Terminal Value

[93] Cash Flows with Terminal Value

[94] NPV with Terminal Value

[95] IRR

EchoStar does not and will not provide local-into-local

Number of LIL Channels 7

	Year 2	Year 3	Year 4	Year 5	Year 6
DIRECTV Does Not Provide Satellite Local-Into-Local Service					
Customer Profile					
[1] TV HH	62,922	63,551	64,187	64,829	65,477
[2] Beginning Customers	████	████	████	████	████
[3] Gross Adds	████	████	████	████	████
[4] Disconnects	████	████	████	████	████
[5] Ending Customers	████	████	████	████	████
[6] Average Customers (2 pt avg)	████	████	████	████	████
[7] Ending DIRECTV Market Share	████	████	████	████	████
[8] Disconnect Rate	████	████	████	████	████
[9] Average Gross Adds per Month	████	████	████	████	████
[10] Gross Add Rate	████	████	████	████	████
Profit & Loss (\$k) - No LIL					
Revenue:					
[11] Base Package Revenue	████	████	████	████	████
[12] LIL Revenue	█	█	█	█	█
[13] Total Revenue	████	████	████	████	████
Expenses:					
[14] Programming Costs	████	████	████	████	████
[15] Bad Debt	██	██	██	██	██
[16] Customer related	██	██	██	██	██
[17] Total Direct costs	████	████	████	████	████
[18] Total Direct Margin	████	████	████	████	████
[19] Total Direct Margin %	████	████	████	████	████
[20] SAC Costs - No LIL	████	████	████	████	████
[21] Total Expenses:	████	████	████	████	████
[22] Cash Based OPBDA	████	████	████	████	████
[23] Cash Based OPBDA %	████	████	████	████	████

EchoStar does not and will not provide local-into-local

Number of LIL Channels 7

Year 2	Year 3	Year 4	Year 5	Year 6
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DIRECTV Provides Satellite Local-Into-Local Service**Customer Profile**

[24]	TV HH	62,922	63,551	64,187	64,829	65,477
[25]	Beginning Customers	████	████	████	████	████
[26]	Gross Adds	████	████	████	████	████
[27]	Disconnects	██	██	██	██	██
[28]	Ending Customers	████	████	████	████	████
[29]	Average Customers (2 pt avg)	████	████	████	████	████
[30]	Ending Penetration	████	████	████	████	████
[31]	Disconnect Rate	████	████	████	████	████
[32]	Average Gross Adds per Month	██	██	██	██	██
[33]	Gross Add Rate	████	████	████	████	████

LIL Customers**LIL Lift (upgrades) from No LIL**

[34]	Total Customers + Lift	████	████	████	████	████
[35]	LIL Beginning Customers	.	████	████	████	████
[36]	LIL Gross Adds	████	████	.	.	.
[37]	LIL Disconnects	██	██	██	██	██
[38]	Ending Customers	████	████	████	████	████
[39]	Average Customers (2 pt avg)	████	████	████	████	████
[40]	LIL Penetration	████	████	████	████	████
[41]	Disconnect Rate	████	████	████	████	████

LIL Sell-in New Customers No LIL

[42]	Total Customers + Lift	████	████	████	████	████
[43]	LIL Beginning Customers	.	████	████	████	████
[44]	LIL Gross Adds	██	████	████	████	████
[45]	LIL Disconnects	██	██	██	██	██
[46]	Ending Customers	████	████	████	████	████
[47]	Average Customers (2 pt avg)	████	████	████	████	████
[48]	LIL Penetration	████	████	████	████	████
[49]	Disconnect Rate	████	████	████	████	████

LIL Sell-in New Customers Lift from No LIL

[50]	Total Customers + Lift	████	████	████	████	████
[51]	LIL Beginning Customers	.	████	████	████	████
[52]	LIL Gross Adds	██	████	████	████	████
[53]	LIL Disconnects	██	██	██	██	██
[54]	Ending Customers	████	████	████	████	████
[55]	Average Customers (2 pt avg)	████	████	████	████	████
[56]	LIL Penetration	████	████	████	████	████
[57]	Disconnect Rate	████	████	████	████	████

Total LIL Customers

[58]	Total Customers + Lift	████	████	████	████	████
[59]	LIL Beginning Customers	.	████	████	████	████
[60]	LIL Gross Adds	████	████	████	████	████
[61]	LIL Disconnects	██	██	██	██	██
[62]	Ending Customers	████	████	████	████	████
[63]	Average Customers (2 pt avg)	████	████	████	████	████
[64]	LIL Penetration	████	████	████	████	████
[65]	Disconnect Rate	████	████	████	████	████

Eureka CA

Appendix N

REDACTED – FOR PUBLIC INSPECTION

EchoStar does not and will not provide local-into-local

Number of LIL Channels 7

Profit & Loss (\$k) - With LIL		Year 2	Year 3	Year 4	Year 5	Year 6
Revenue:						
[66]	Package Revenue					
LIL Revenue:						
[67]	Existing Cutomers Upgrade					
[68]	Baseline Gross Adds Sell-in					
[69]	Additional to Baseline Gross Adds					
[70]	Total LIL Revenue					
[71]	Total Revenue					
Expenses:						
[72]	Programming Costs					
[73]	Bad Debt					
[74]	Customer related					
[75]	Total Direct costs					
[76]	Total Direct Margin					
[77]	Total Direct Margin %					
SAC Costs with LIL:						
[78]	Standard SAC From No LIL scenario					
[79]	Incremental SAC with LIL					
[80]	Total SAC Costs					
[81]	Backhaul Expenses					
[82]	Box replacement costs					
[83]	Total Expenses:					
[84]	Cash Based OPBDA					
[85]	Cash Based OPBDA %					

Eureka CA

Appendix N

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EchoStar does not and will not provide local-into-local

Number of LIL Channels 7

[86] Market level capital expenditures-outflow

NPV-Based on var from No LIL to With LIL case

[87] Cash Flows-With LIL

[88] Cash Flows-No LIL

[89] Incr/(Decr) from No LIL

[90] NPV without Terminal Value

[91] IRR

[92] Terminal Value

[93] Cash Flows with Terminal Value

[94] NPV with Terminal Value

[95] IRR

Bend OR

Appendix N

REDACTED – FOR PUBLIC INSPECTION

EchoStar does not and will not provide local-into-local

Number of LIL Channels 5

	Year 2	Year 3	Year 4	Year 5	Year 6
DIRECTV Does Not Provide Satellite Local-Into-Local Service					
Customer Profile					
[1] TV HH	56,016	56,576	57,142	57,713	58,290
[2] Beginning Customers	████	████	████	████	████
[3] Gross Adds	████	████	████	████	████
[4] Disconnects	████	████	████	████	████
[5] Ending Customers	████	████	████	████	████
[6] Average Customers (2 pt avg)	████	████	████	████	████
[7] Ending DIRECTV Market Share	████	████	████	████	████
[8] Disconnect Rate	████	████	████	████	████
[9] Average Gross Adds per Month	████	████	████	████	████
[10] Gross Add Rate	████	████	████	████	████
Profit & Loss (\$k) - No LIL					
Revenue:					
[11] Base Package Revenue	████	████	████	████	████
[12] LIL Revenue	█	█	█	█	█
[13] Total Revenue	████	████	████	████	████
Expenses:					
[14] Programming Costs	████	████	████	████	████
[15] Bad Debt	██	██	██	██	██
[16] Customer related	██	██	██	██	██
[17] Total Direct costs	████	████	████	████	████
[18] Total Direct Margin	████	████	████	████	████
[19] Total Direct Margin %	████	████	████	████	████
[20] SAC Costs - No LIL	████	████	████	████	████
[21] Total Expenses:	████	████	████	████	████
[22] Cash Based OPBDA	████	████	████	████	████
[23] Cash Based OPBDA %	████	████	████	████	████

Appendix N

REDACTED – FOR PUBLIC INSPECTION

Bend OR

EchoStar does not and will not provide local-into-local

Number of LIL Channels 5

Year 2	Year 3	Year 4	Year 5	Year 6
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DIRECTV Provides Satellite Local-Into-Local Service

Customer Profile

[24]	TV HH	56,016	56,576	57,142	57,713	58,290
[25]	Beginning Customers	████	████	████	████	████
[26]	Gross Adds	████	████	████	████	████
[27]	Disconnects	████	████	████	████	████
[28]	Ending Customers	████	████	████	████	████
[29]	Average Customers (2 pt avg)	████	████	████	████	████
[30]	Ending Penetration	████	████	████	████	████
[31]	Disconnect Rate	████	████	████	████	████
[32]	Average Gross Adds per Month	████	████	████	████	████
[33]	Gross Add Rate	████	████	████	████	████

LIL Customers

LIL Lift (upgrades) from No LIL

[34]	Total Customers + Lift	████	████	████	████	████
[35]	LIL Beginning Customers	█	████	████	████	████
[36]	LIL Gross Adds	████	████	█	█	█
[37]	LIL Disconnects	████	████	████	████	████
[38]	Ending Customers	████	████	████	████	████
[39]	Average Customers (2 pt avg)	████	████	████	████	████
[40]	LIL Penetration	████	████	████	████	████
[41]	Disconnect Rate	████	████	████	████	████

LIL Sell-in New Customers No LIL

[42]	Total Customers + Lift	████	████	████	████	████
[43]	LIL Beginning Customers	█	████	████	████	████
[44]	LIL Gross Adds	████	████	████	████	████
[45]	LIL Disconnects	████	████	████	████	████
[46]	Ending Customers	████	████	████	████	████
[47]	Average Customers (2 pt avg)	████	████	████	████	████
[48]	LIL Penetration	████	████	████	████	████
[49]	Disconnect Rate	████	████	████	████	████

LIL Sell-in New Customers Lift from No LIL

[50]	Total Customers + Lift	████	████	████	████	████
[51]	LIL Beginning Customers	█	████	████	████	████
[52]	LIL Gross Adds	████	████	████	████	████
[53]	LIL Disconnects	████	████	████	████	████
[54]	Ending Customers	████	████	████	████	████
[55]	Average Customers (2 pt avg)	████	████	████	████	████
[56]	LIL Penetration	████	████	████	████	████
[57]	Disconnect Rate	████	████	████	████	████

Total LIL Customers

[58]	Total Customers + Lift	████	████	████	████	████
[59]	LIL Beginning Customers	█	████	████	████	████
[60]	LIL Gross Adds	████	████	████	████	████
[61]	LIL Disconnects	████	████	████	████	████
[62]	Ending Customers	████	████	████	████	████
[63]	Average Customers (2 pt avg)	████	████	████	████	████
[64]	LIL Penetration	████	████	████	████	████
[65]	Disconnect Rate	████	████	████	████	████

Bend OR

Appendix N

REDACTED – FOR PUBLIC INSPECTION

EchoStar does not and will not provide local-into-local

Number of LIL Channels 5

		Year 2	Year 3	Year 4	Year 5	Year 6
Profit & Loss (\$k) - With LIL						
Revenue:						
[66]	Package Revenue					
LIL Revenue:						
[67]	Existing Cutomers Upgrade					
[68]	Baseline Gross Adds Sell-in					
[69]	Additional to Baseline Gross Adds					
[70]	Total LIL Revenue					
[71]	Total Revenue					
Expenses:						
[72]	Programming Costs					
[73]	Bad Debt					
[74]	Customer related					
[75]	Total Direct costs					
[76]	Total Direct Margin					
[77]	Total Direct Margin %					
SAC Costs with LIL:						
[78]	Standard SAC From No LIL scenario					
[79]	Incremental SAC with LIL					
[80]	Total SAC Costs					
[81]	Backhaul Expenses					
[82]	Box replacement costs					
[83]	Total Expenses:					
[84]	Cash Based OPBDA					
[85]	Cash Based OPBDA %					

Bend OR

Appendix N

REDACTED – FOR PUBLIC INSPECTION

EchoStar does not and will not provide local-into-local

Number of LIL Channels 5

[86] Market level capital expenditures-outflow

	Year 2	Year 3	Year 4	Year 5	Year 6
[86] Market level capital expenditures-outflow					
NPV-Based on var from No LIL to With LIL case					
[87] Cash Flows-With LIL					
[88] Cash Flows-No LIL					
[89] Incr/(Decr) from No LIL					
[90] NPV without Terminal Value					
[91] IRR					
[92] Terminal Value					
[93] Cash Flows with Terminal Value					
[94] NPV with Terminal Value					
[95] IRR					